

UNITED WAY OF CENTRAL OHIO

JOB POSTING

JOB TITLE:	Senior Vice President of Resource Development
DEPARTMENT:	Resource Development
REPORTS TO:	President and CEO
GENERAL DESCRIPTION:	Provides the leadership and direction of comprehensive, long-term UWCO resource development efforts that respond to donor needs and generate the financial resources necessary to support UWCO's community impact agenda to fight poverty in central Ohio.
JOB RESPONSIBILITIES:	<p><u>Strategic and Operational Planning</u></p> <ul style="list-style-type: none"> • Develop and maintain a thorough understanding of the local donor environment and the philanthropic interests of key individual and organizational donors and potential donors. • Plan, design and implement structured, comprehensive, long-range resource development strategies that respond to changing market, evolving organizational interests and emerging fundraising issues. • Operationalize long-term strategies through development and execution of effective annual resource development plans. <p><u>Community Engagement/Customer Relationship Management</u></p> <ul style="list-style-type: none"> • Build and maintain strong ongoing relationships with community leaders, volunteers, key donors and potential donors. • Enhance UWCO's community presence through participation in community activities, especially those where major gift prospects may be present. • Motivate donors through personal calls, relationship visits, effective use of events and communication strategies. • Build and maintain positive working relationships with the campaign chairs, campaign cabinet, affinity group volunteers and resource development committee members. <p><u>Organizational Alignment and Support</u></p> <ul style="list-style-type: none"> • Ensure resource development efforts are closely linked and integrated with the work of other departments, particularly Marketing and Community Impact. • Work closely with other senior management staff to plan and achieve organizational goals. Align action plans of Resource Development with Finance/Operations, Community Impact, and Marketing. • Oversee the Women's Leadership Council E3 initiative including budget, impact and ongoing evolution and refinement. <p><u>Campaign Management</u></p> <ul style="list-style-type: none"> • Develop and execute effective strategies for generating revenue from annual fundraising efforts targeted for Workplace, Leadership Givers, Planned Giving and Endowment and Public Sector. • Analyze, monitor and report campaign progress, ensure adherence to the projected timetables and take appropriate corrective steps to meet objectives and achieve goals. Ensure pledges are appropriately documented and campaign reporting is in compliance with United Way Worldwide requirements. • Oversee effective and timely donor and volunteer recognition processes to express appreciation for work and contributions .

	<p><u>Staff and Volunteer Development and Management</u></p> <ul style="list-style-type: none"> • Build, manage, develop and direct an effective staff team to support all areas of assigned responsibility. • Assess the training and development needs of staff and volunteers and provide the training and tools necessary for them to meet performance objectives and achieve fundraising and other goals. <p><u>Diversity and Inclusion</u></p> <p>Ensure all resource development efforts are appropriately culturally competent and development volunteers reflect the diversity of the community.</p>
JOB QUALIFICATIONS:	<ul style="list-style-type: none"> • Must be flexible, a self-starter & detail oriented. • Strong time management skills required. • Must have a strong commitment to diversity. • Must be able to maintain the confidentiality of privileged information. • Strong computer skills required. • Strong written & verbal communications skills required with the ability to multi-task. • Demonstrate knowledge of and support for United Way Mission, Vision, Value Statements, Service Standards, Confidentiality Standards, and Policies and Procedures.
EDUCATION and EXPERIENCE:	<ul style="list-style-type: none"> • Bachelor's degree in business, marketing, communications or related field. • A minimum of 10 years fundraising experience including both corporate resource development and major gift solicitation. • Management experience including a minimum of 5 years experience in a leadership position and preferably 3 years experience in a senior management position. An equivalent combination of education and experience may apply.
LISTING DETAILS:	<ul style="list-style-type: none"> • Posting date: August 22, 2018 • Application deadline: September 12, 2018 • Please submit your resume & cover letter to no later than the application deadline to the following URL address: https://liveunitedcentralohio.org/careers/ <p>Please Note: Applicants will receive a confirmation message after Successfully completing the online application process. <u>If a confirmation message is not received, then the application was not successfully completed.</u></p>
OTHER:	United Way is an Affirmative Action/Equal Opportunity Employer.